

## COLORED WASHINGTON.

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The business movement among the colored people of South Washington has reached a larger development than has reached any other section of equal population. Just why this is so, is not easy to tell, unless it be that the people over that way are more united and enterprising. In that comparatively small strip of territory between 7th and South Capitol streets and south of the Pennsylvania Railroad tracks, there are no less than 150 business places conducted by persons of color, about 60 of which are first-class business places, each having capital invested in the business ranging from three hundred to five thousand dollars.

Perhaps the best representative of the all-around enterprises of this section is Mr. Lewis Jefferson, whose principal place of business is at 1901 First street southwest, while he has interests in several other business enterprises which require more or less of his time and attention. His chief business is that of a general contractor for excavating, plastering, painting, remodeling buildings, etc. He is also a large dealer in stable manure and other fertilizers, and is prepared to deliver them on order in any quantity from a bushel to car lots. Indeed, he makes a specialty of out of town orders. He has a large number of men engaged in repairing and fertilizing lawns; is a coal dealer, has real estate for sale and for rent, is interested in a blacksmith's shop, and is an all round business man, who has all he can attend to.

Like all of our successful men he has won his success by hard work.

There are quite a number of successful colored grocers in Washington. Groceries, especially, is one of the classes of business in which enterprising men of the race have won a firm business capacity and have won a firm business footing for the race, in addition to their personal success. The number of colored dealers in groceries, etc., listed in Hibben's "Colored Washington," for 1901, is one hundred and thirty. Of these, perhaps the most conspicuous in the northwest, considering time in the business, capital employed and amount of business done annually, is Mr. R. E. Hammond, at 1634 11th street. He has been singularly successful in winning the trade of his own race, a feat, generally considered by colored merchants, a hard thing to do. He believes that if the colored merchant keeps what his people want, sells to them in the way they want to buy, and as cheap as his competitors, his people will patronize him. His wagons deliver goods to any part of the city. Not more than fifteen per cent. of his regular customers are white.

Mr. Hammond is anxious that our youth should go into business more generally than they have yet done, believing that it is the only economical salvation for the race. He says if they will eschew pleasure, attend strictly to business, and stick to it, there is no doubt of success.

Long before the great civil war colored men, and women too, had stands in the various markets, and now they find much employment there in various capacities, ranging from "cleaners" to clerks. It is not at all surprising that some of them should develop a desire to go into business for themselves, and what is more, that there should be in the markets of Washington many examples of successful colored men and women in business. One who strolls through any of the markets will find them engaged in any kind of business carried on there. Not many, but a few pioneers, who are blazing the way for others.

Among those whose success is especially notable is Mr. Ewell L. Conway, stands 325 to 332, market corner 5th and K streets northwest, dealer in fruits, poultry and produce. You will observe that he has several stands and keeps the largest stocks of the best in that market. Stand off awhile and watch him wait on his customers. He can wait on more people, sell them more and send them

## SOCIETY LADIES

## Use Peruna for Catarrhal Derangements.



Mrs. C. H. Buck, 2923 Douglas street, Omaha, Neb., writes:

**"I have used Peruna and can cheerfully recommend it as being the best remedy for catarrh and general debility that I have ever used." Yours gratefully,**

**Mrs. C. H. Buck.**

Peruna is applicable to catarrh of any mucous surface of the body in all stages. From the slightest catarrhal attack or cold to the most chronic or pronounced case of hypertrophic form Peruna is a specific.

Men and women are subject to catarrh. Women are even more subject to catarrh than men. This is due to many causes. The chief cause is the delicacy of her organism, as compared to man. The extreme sensitiveness of the mucous lining of every organ of a woman's body is well known to physicians. This explains why, in part at least, so few women are entirely free from catarrh. A vast multitude of women have found Peruna an indispensable remedy.

**"Health and Beauty," a book treating on diseases peculiar to women, sent free to any address by Dr. Hartman, Columbus, Ohio.**

Miss Helen Murphy, a popular society woman of Oshkosh, Wis., is an ardent friend to Peruna. The following is a letter written by Miss Murphy, and gives her opinion of Peruna as a preventive as well as cure for catarrhal ailments:

OSHKOSH, WIS.

The Peruna Medicine Co., Columbus, O.:

Gentlemen—"About three months ago I contracted a severe cold at an evening reception, which settled on my lungs and threatened to be very serious. As my mother has used Peruna with good results, she sent for a bottle for me and I found that it gave me blessed relief. Before the second bottle was consumed I was well.

**"We keep a bottle of it on hand all the time and when I have been out in inclement weather, I take a dose or two of Peruna and it prevents my taking any cold and keeps me perfectly well." Yours very truly,**

**Helen Murphy.**

Miss Lillian Roenheld, a graduate from the Conservatory of Music, Paris, is the violin soloist of the Chicago Germania Club. Miss Roenheld used Peruna as a tonic, when run down by overwork. She speaks of it in the following glowing terms:

CHICAGO, ILL.

The Peruna Medicine Co., Columbus, O.:

Gentlemen—"I cannot give too great praise to Peruna. Last winter my nervous system became so overtaxed from constant overwork with my violin that my right side seemed partially paralyzed.

"I naturally became very anxious and consulted my physician. After giving me a couple of prescriptions without effect, he advised me to try Peruna, and I am glad to say it effected a speedy and permanent cure.

**"Although the past year has been a severe tax on me Peruna has kept me strong and vigorous." Yours truly,**

**Lillian Roenheld.**

away better pleased than any other man in the market.

He started in business with a capital that sounds ridiculously small, but he had worked around the market for some time, had learned the business and had won a number of friends. He endeavored to make up by affability, politeness and the desire to please what he lacked in capital.

He now has a business of which the whole race may well be proud.

The business of the funeral director or "undertaker," as it is commonly called, is one in which colored men in Washington have won signal success. There are now some seventeen or eighteen firms. To earn the confidence that makes it possible for so many to succeed in this exacting and delicate business has been a very difficult task and exhibits in a strong manner the business qualifications wrapped up in the race.

Without a doubt, the premier in this business is Mr. James H. Dabney, 1132 3d street northwest. His hearses, carriages and horses are as fine as any in Washington. He officiated at the funeral of the late Hon. B. K. Bruce. His service was generally admitted to have been admirable in every respect.

Mr. Dabney came to Washington from Richmond when a boy, just about the time of the close of the war. He soon entered as an undertaker's apprentice, gave his attention to the work and learned everything he could learn about the business. When he thought he was properly fitted, he left the service of his employer and with less than a five dollar bill in his pocket

he started in business for himself, directing funerals, and getting his supplies from the wholesale dealers, which he was enabled to do because he was known to them as a thoroughly trustworthy young man. His capital was his good name, not money. Mr. Dabney went into business in this small way in 1872. By hard work and painstaking devotion to his business that mounts well up into the thousands annually. He is married. His wife goes hand in hand with him in his business and in all of his undertakings. No small part of his success is due to her tactful handling of the office.

He has a branch establishment in Alexandria, which is maintained at his high standard, and has shown a deserving degree of success.

One of the most difficult trades for colored men to get a footing in Washington has been the lucrative business of a plumber. Several have attempted it with varying success. It has remained for Swan & Wilkins, Plumbers, to accomplish the feat. They are located at 1505 M street northwest. Mr. John Swan is well educated. He thoroughly learned the business from Mr. R. C. Brooks of 622 D street northwest, for whom he worked for twelve years. Mr. Wilkins brought to the firm large experience in the plumbing business. They have been in partnership for several years and have by honorable dealing and conscientious work built up a business that gives them all they can do. They do work for some of the most particular and best paying householders in the city, although they are noted for the

smallness of their bills. It is often said of the plumber that when you are compelled to send for one you might as well deed to him your house at once, as his bill will be more than the house is worth. Such is not true of Swan & Wilkins.

It is only those who are stronger and more progressive than their fellows of any race who can be pioneers. Necessarily, there can only be a few of such. The masses of all peoples are induced to attempt only what they see others of their own kind doing. Those who lead in doing are the real leaders of a people situated as are the colored people of Washington.

The first generation of freedom has produced a number of successful men and women along all avenues of endeavor, but it is not generally known that the number of successful colored business men is as large as it is; nor is it any better known that they own so many first-class business establishments in Washington.

In an article of this it would be impossible to mention more than a small part of those whose success entitles them to be mentioned. We shall have to content ourselves in this issue with the mention of a few representatives in several lines of business, always keeping in mind the fact that these are only samples.

The Lyceum at Shiloh Baptist Church, 18 re-t, between 16 h and 17 h Streets, Northwest, is in full blast under the management of Prof. L. M. Hershaw. It meets each Sunday at 3:30, and distinguished speakers are on the program. The general public is invited.